

BIOCHEM case study

Develop an investor value proposition and search for

Short description of the SME

A Danish company which has developed an innovative method to produce protein to animal feed using vented or flared gas from oilfields.

The feed protein has the potential to substitute existing products such as soybean meal, meat and bone meal and fishmeal. As fish meal production is falling due to decreased fish population, there is an increasing need and demand for a substitute or replacement product.

The business

The company has achieved proof of concept and is in discussions of constructing plants in China and Trinidad and Tobago. They however face an issue selling plants in Europe, and there is no European test facility for potential buyers to inspect and use as a case example.

The company requires funding to build a 1/10 scale production facility to use as proof of larger scale production, and as a point of sale for European customers.

Finally a strong and easily value proposition for potential investors and customers was needed to be made.

What is it that BIOCHEM did for them?

The BIOCHEM project team held a series of meetings with the company, and helped to:

- Create clear and easily understandable documents aimed at explaining the technical process, product and company to non-technical stakeholders.
- Build a strong value proposition for at potential private investor.
- Develop a capital acquisition strategy
- Seek capital in Denmark

What is the outcome?

The company is using the documents and expertise of the Biochem partner to seek private funding in Denmark. The main focus area is on private funds and business angels.